

Message Text

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ORIGIN AF-18

INFO OCT-01 ADP-00 EB-11 SCEM-02 INT-08 COME-00 TRSE-00

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DRAFTED BY AF/W:ORAGGREY:LSR

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APPROVED BY AF/W - O. RUDOLPH AGGREY

EB - MR. MEYERS

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R 172028Z AUG 73

FM SECSTATE WASHDC

TO AMEMBASSY CONAKRY

INFO AMEMBASSY MONROVIA

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E.O. 11652: N/A

TAGS: EMIN GV JA US UK

SUBJECT: IRON ORE - INVITATION TO US STEEL

REF: CONAKRY 1282

1. US STEEL CABLED GOG ON AUG 14 ITS INTENTION TO SEND OBSERVER TO MIFERGUI BOARD MEETING. PAUL GLASER, US STEEL'S DIRECTOR OF INTERNATIONAL PROJECTS, SAID COMPANY RECEIVED INVITATION ONLY FOUR DAYS EARLIER AND AFTER CONSULTATION WITH NIPPON AND BRITISH STEEL DECIDED TO ATTEND AS OBSERVER, QUALITY IN WHICH IT INVITED.

2. FYI. GLASER TOLD DEPOFF HIS COMPANY DEFINITELY INTERESTED IN NIMBA PROSPECTS, BUT GOG HAD MADE IT DIFFICULT TO EVALUATE. UNACCEPTABLE GUINEAN PATTERN OF NEGOTIATION IS TO PRESENT COMPANIES WITH DRAFT AGREEMENT. WHEN COMPANIES MAKE COUNTERPROPOSITIONS THEY ARE CONVOKED TO CONAKRY FOR HIGHLY POLITICIZED MEETINGS DURING WHICH NO REASONABLE GIVE
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AND TAKE POSSIBLE. GLASER SAID WORLD'S MAJOR IRON ORE

USERS (NIPPON, US STEEL, FINSIDER, BRITISH STEEL) COULD NOT ACCEPT SUCH CONDITIONS PARTICULARLY WHERE THERE ARE COMPETITIVE OPPORTUNITIES ELSEWHERE. UNABLE TO OBTAIN THEIR PARTICIPATION GOG HAD PUT TOGETHER "POLITICAL COMPANY" INVOLVING NIGERIANS, ZARIANS, ALGERIANS AND YUGOSLAVS. HOWEVER, THEY NOW REALIZE THAT THEY REALLY NEED MAJOR ORE USERS AND HAVE SCHEDULED MADRID MEETING. US STEEL WOULD ATTEND AND HOPE FOR MORE FLEXIBILITY ON PART OF GUINEANS. END FYI.

3. DEPTOFF TOLD GLASER GOG HAD ON SEVERAL RECENT OCCASIONS INDICATED STRONG DESIRE HAVE US STEEL PARTICIPATE IN PROJECT AS PART OF GOG'S CONTINUING DESIRE FOR ECONOMIC CO-OPERATION WITH US. GLASER SAID HE WOULD BE WILLING TO DISCUSS SITUATION FURTHER WITH AMBASSADOR TODMAN IN WASHINGTON IF MUTUALLY AGREEABLE DATE CAN BE FOUND. ROGERS

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